The Official New Hampshire Guidebook, Visitor's Guide, Events Guides, www.visitnh.gov, E-Guide Order Form—Side One

 Complete both sides of this form—incomplete/unsigned forms Enclose all materials (copy/words, logo, photo) and payment w All materials and payment due no later than August 1, 200 Date: Member of New Hampshire Lodging & Restaurant Association 	with this insertion order. ad pro ad pro ad pro in fax	e send my oof via ail (pdf file) □ mail
6. Information to appear in your ad	6a. Contact/Billing information	
Business Name:	Contact Name:	
Address:		
Town/Zip:	_	
Phone(s):	Town/Zip:	
Fax:	Phone(s):	
Web address:	Fax:	
Email:	Email:	
Other:	Other:	
Region:		
A. Guidebook Ad(s)—out-of-state publication 1. AD SIZE 2. AD SIZE 3. AD SIZE B. Visitor's Guide Ad(s)—in-state publication 1. AD SIZE 2. AD SIZE 2. AD SIZE 3. AD SIZE C. www.visitnh.gov Ad(s)—website 1. AD SIZE 2. AD SIZE 2. AD SIZE 2. AD SIZE D. Events Guide Ad(s) SPRING/SUMMER FALL 1. AD SIZE E. E-Guide Ad(s)—email newsletter	REPEAT LAST YEAR'S AD NEW AD ENCLOSED) \$) \$) \$) \$) \$) \$ \$
1. AD SIZE SPRING _ SUMMER _ FALL	□ <i>WINTER</i> □ REPEAT LAST YEAR'S AD □ NEW AD ENCLOSED) \$
	E-GUIDE PRODUCTION COST IF APPLICABLE	
FOR INCLUSION IN THE Planner for Groups, Meetings & Ever		
	Subtotal:	\$
NHLRA Members, deduct 10% from each ad.	5.2.2 .1.	\$
For more information on becoming an NHLRA member, please call 603	-228-9585.	
Non-NHLRA members advertising in BOTH The Guidebook and Visitor	's Guide, deduct 10% from lowest priced ad.	\$
Nonprofit organizations, with a 501(c)3 on file at NHDTTD, may		
Visitor's Guide OR credit the cost of a basic ad toward a larger ad in each	publication.	\$
	Total Amount Due:	\$

Both new AND repeat advertisers must complete all relevant sections

8. Index Choice—Sele	ect only one.			
□ attractions□ dining□ inns□ reservations services□ the arts	 □ bed & breakfasts □ golf □ marina □ resorts □ transportation 	 □ cabins & cottages □ historic sites & museums □ meetings & conventions □ science & nature □ winter activities & recreation 	□ camping□ hotels□ motels□ shopping & antiques	 □ condos & rentals □ information sources □ real estate □ summer sports & recreation
9. Lodging & Dining a © major credit cards meeting facilities B breakfast included		☐		□ ▼ lounge ning □ № pets allowed
dump station	electricity •	ble for 1/8-page ads or smalle firewood sewage sewage shower	ice 🗓 🐧	lp gas ☐ laundry swimming ☐ ☐ water
 □ Agricultural Related Act □ Breweries □ Country Inns □ Historic Sites □ Museums □ Resorts □ Skiing □ Theaters 	ivities Antiques Cabins & Cotta Events Historic Societ NH-Made Proc Restaurants Snowmobiling Transportation	Galleries Hotels/Motels Ucts Other Summer Activities Retail Stores Sporting Events Visitor Information Cer	□ Bed & Breakfasts □ Chambers of Comme □ Golf □ Hunting/Fishing □ Other Winter Activitie □ Scenic Ride Attraction □ State Parks uters □ Wildlife Watching	☐ Hiking ☐ Meeting & Function Space S ☐ Outlet Centers/Malls ☐ Science/Nature ☐ Summer Camps
Central Reservations Se	rvice:	k It" button to your vi (i.e. World and payment are due no late	Res.com)	Ç
13. Send order form,	ad materials and	payment to The Official No. Fax 603-356-3991. Email	lew Hampshire Guideboo	
14. Payment —check of □ Enclosed is a check □ Charge my VISA/M	for the total amount	made payable to The Offic ot accepted).	cial New Hampshire	Guidebook.
Number:			1	Exp. Date:
Name of cardholder:				
Signature of cardhold	er:			
	•	rative call 603-356-8118, fax		0 0 1
16. Advertiser Signa	ture:			Date:

Publisher cannot guarantee position or format of any ad. See sales materials for additional policies.

Publication Deadlines for Insertion Order & Materials

February 1 through February 1	Contract year for www.visitnh.gov with pro-rated rates available for earlier submission	
May 1, 2003	2003 Summer E-Guide	
August 1, 2003	2004–2005 Guidebook	
	2004–2005 Visitor's Guide	
	2003–2004 Fall/Winter Events Guide	
August 15, 2003	2003 Fall E-Guide	
November 1, 2003	2003–2004 Winter E-Guide	
March 1, 2004	2004 Spring/Summer Events Guide	
	2004 Spring E-Guide	

General policies for all publications

Ad Position & Placement:

Publisher cannot guarantee position or format of any ad.

The back cover, inside covers and premium pages of *The Guidebook, Visitor's Guide* and *Events Guides* are sold on a first-come, first-served basis. The banner ads on the E-Guides are sold on a first-come, first-served basis.

The tile ads on www.visitnh.gov are sold on a first-come, first-served basis and/or will rotate based upon number of tile ads purchased.

Ad Quality:

Subject matter, size, wording and photography of all advertising is subject to the approval of The New Hampshire Division of Travel & Tourism Development before or after acceptance for publication.

Photography:

All artwork for *The Guidebook, Visitor's Guide* and *Events Guides*—images and logos—must be high-resolution (300 dpi) and either 1-color (black) or 4-color (CMYK) and should be in TIF, JPG or EPS format.

Images can be sent to Glen Group by any of the following avenues:

- **A.** On a Mac-formatted Zip, Jazz or CD Rom.
- B. Emailed to sales@glengroup.com.
- **C.** Uploaded through **www.glengrouppublications.com.** Please indicate "Send to Sales Department" as well as which publication your artwork is to be used for.
- **D.** Sent as a 35 mm slide or high-quality color print.

Ad Proofs:

Ad proofs will be provided to advertisers for all *Guidebook, Visitor's Guide, Events Guides* and *E-Guide* advertisements. Ad proofs will be emailed, mailed or faxed to each advertiser for approval. **Only two rounds of corrections are allowed,** after which an additional \$75 charge per round of corrections will be invoiced to the advertiser. Any unsigned ad proofs or ad proofs that are not returned within the time specified on the proof form will **be removed from the publications and subject to a \$100 charge.**

The final responsibility for accuracy within all advertisements is the sole responsibility of the advertiser.

Opportunities:

The publisher welcomes input from advertisers as to how these publications can work better for them. Other advertising opportunities such as bulk space purchases, inserts and special positions are available upon request, but limited, and subject to approval by The New Hampshire Division of Travel & Tourism Development.

Publication Copies:

After publication, every advertiser is mailed a copy. If you have guests who would like a copy, please suggest they visit www.visitnh.gov or call 1-800-FUN-IN-NH.

Commission:

Rates are not agency commissionable.

Questions?

Please contact your Sales Representative at 603-356-8118, by fax at 603-356-3991 or by email at sales@glengroup.com.

The Official New Hampshire Guidebook & Visitor's Guide

Deadline: August 1, 2003

Guidebook Pricing:

Visitor's Guide Pricing:

Ad Size Ad Cost	* Words Photo:	s Logo	Ad Size	Ad Cost*	Words	Photos	Logo
Full Page \$473	0	4 1	Full Page	\$4475		4 .	1
3/4 Page	5	3 0	3/4 Page	\$3265			0
1/2 Page\$242	5	20	1/2 Page	\$2310	135	2 .	0
1/4 Page\$164	5 100	10	1/4 Page	\$1405	100	1 .	0
1/8 Page\$96	5	1 1	1/8 Page	\$785	65	1 .	1
Expanded Listing w/ Logo\$45	0	01	Expanded Listing w/	Logo\$350	50	0 .	1
Basic Listing	0	00	Basic Listing	\$200		0 .	0
NH Store	5	10	NH Store	\$475		1 .	0
Mtg. & Conv. Grid\$14	5	00	Mtg. & Conv. Grid.	\$140	0	0 .	0
Inside Front Cover\$561	0	4 1	Inside Front Cover .	\$5390		4 .	1
Inside Back Cover \$561	0	4 1	Inside Back Cover .	\$5390		4 .	1
Back Cover	0	4 1	Back Cover	\$6240		4 .	1
Premium Position Pages\$531	5	4 1	Premium Position Pa	ages \$5085		4 .	1
Sponsor Logo\$100	0	01	Sponsor Logo	\$1000		0 .	1

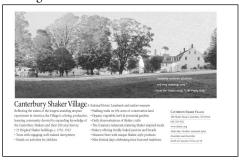
Full & Premium Pages



3/4 Page



1/2 Page



1/4 Page



1/8 Page



Expanded with Logo



Basic



NH Store



Meetings & Conventions Grid

	SEE AD PG.	NUMBER OF GUESTROOMS	NUMBER OF MEETING ROOMS	GROUP SIZE	THEATER	BANQUET	CLASSROOM
FIELD 'N FOREST RECREATION AREA Rt. 137, Harrisville/Hancock 03449. 603-525-3568. www.monadnocktravel.com/fieldnforest	110		1	25- 250	25- 250	25- 250	25- 250

Materials:

The Guidebook and Visitor's Guide are formatted publications; submission of completed ads is not necessary as all ads are created by Glen Group to conform with the publication's format. All Guidebook and Visitor's Guide pricing includes production costs.

Copy/Words:

Copy count includes all words except your business name, address, phone and fax number(s), website and email address, and relevant symbols. If you exceed the number of allowed words for your ad size, your copy will be edited. Please email, mail or fax typed copy.

Photography

All artwork—images and logos—are to be either high resolution (300 dpi) and either 1-color (black) or 4-color (CMYK). All artwork—images and logos—should be in TIF, JPG or EPS format.

The Official New Hampshire Events Guides

Deadlines:

August 1, 2003 for 2003-2004 Fall/Winter Events Guide & February 1, 2004 for 2004 Spring/Summer Events Guide.

Events Guide Pricing:

Ad Size	Details	Ad Cost*
1. Back Cover	4-color; Advertiser supplied	
2. Inside Front & Inside Back Covers	4-color; Advertiser supplied	\$2000
3. Full Page	B&W Advertiser supplied	\$900
4. 1/2 Page Display Ad	B&W Advertiser supplied	\$500
5. 1/4 Page Display Ad	B&W Advertiser supplied	
	4-color; Advertiser supplied; Please see Sales Representative for Detail	
· · · /	4-color; Advertiser supplied	

^{*}Ad cost based upon advertiser supplied advertisements. If ad is to be produced by Glen Group, an additional \$75 per hour production cost will be invoiced to the client. All advertiser-supplied advertisements are subject to the approval of The NH Division of Travel & Tourism Development.

1/4 Page— Black & White



1/2 Page— Black & White



Full Page— 4-Color



Covers—4-Color



Materials:

Ads to be supplied by advertiser in a completed format **OR** created by Glen Group at an additional production charge of \$75 per hour. All advertiser-supplied advertisements are subject to approval by The New Hampshire Division of Travel & Tourism Development.

Ad Specifications:

Trim size of Events Guide: 4" x 9".

Back Cover, Inside Front, Inside Back Covers as well as Center Spread and Premium Position Ads are 4-Color advertisements.

1/4 page, 1/2 page and full page Ads are **Black & White** ads.

Back Cover, Inside Front & Inside Back Covers, and Full Page Ads—

Ad size: Non-bleed 3 3/16" wide x 8 3/16" high.

Full bleed 4" wide x 9" high plus bleeds of 1/8" on all sides.

Text and images that are not intended to bleed should be kept 3/16" off the margin of the page.

1/2 Page Display Ads—

Ad size: 3 3/16" wide x 4" high.

1/4 Page Display Ads—

Ad size: 3 3/16" wide x 1 15/16" high.

Completed ads must be supplied as a Quark 4.0 document. Fonts provided must be Postscript **not** TrueType or MM (Multiple Masters).

A printout of the finished ad must also be supplied (in color if the ad is color). To assure yourself of the accuracy and acceptability of the color in the computer file, it is suggested that you produce a high-resolution printout (such as an Iris print) or match-print. Without such a printout, the publication cannot ensure accurate color reproduction.

If type, rules or photos are such that they will not reproduce satisfactorily, the publisher reserves the right to reset type, rescan images, etc., at the advertiser's expense.

Photography:

All artwork—images and logos—are to be either high-resolution (300 dpi) and either 1-color (black) or 4-color (CMYK). All artwork—images and logos—should be in TIF, JPG or EPS format.

www.visitnh.gov

Deadline:

Contract year for www.visitnh.gov runs from **Feb. 1 through Feb. 1** with pro-rated rates available. Ads cannot be purchased on a month-to-month basis. All ads are contracted for a 12-month period and pro-rated for additional months.

www.visitnh.gov Pricing:

Ad Size	Details	Ad Cost*
1. Full Page	300 words, 4 photos, 1 logo and link to website	
2. Expanded with Photo	50 words, 1 photo OR logo and link to website	
3. Basic with Link	10 words and link to website	
4. "Book It" Online Reservations Button	Allows customers to book rooms online through your	r central reservation service\$50
5. Level 1 Tile Ad		\$2500
Includes 1) Tile Ad on 1 specified Interior Pag	ge in upper left of page (132x100 pixels) and 2) Ex	spanded ad w/ Photo (business name,
address, phone, web, email, 1 photo and 50 wor	rds of copy describing your business) on any interio	or Category Section specified.
6. Level 2 Tile Ad		\$4500
Includes 1) Tile Ad on Home Page (132x100	pixels) and 2) Expanded ad w/ Photo (business na	me, address, phone, web, email, 1
photo and 50 words of copy describing your bu	siness) on any interior Category Section specified.	
7. Level 3 Tile Ad		
Includes 1) Rotating Tile Ad displayed on all J	pages viewed throughout the site (132x100 pixels) a	and 2) Expanded ad w/ Photo (business
name, address, phone, web, email, 1 photo and	50 words of copy describing your business) on any i	nterior Category Section specified.

*All www.visitnh.gov pricing includes production costs.

Full Page



Expanded with Photo



Basic with Link

Grand Summit Resort Hotel, Route 302 at Attitash Bear Peak, Bartlett, 03812, 603-374-1900 888-554-1900 Fax: 603-374-3040 reservations@attitash.com

Tile Ad (132 x 100 pixels)



Details & Placement:

All ads include a link to advertiser's website.

Ads will be placed on www.visitnh.gov: A. By Category

and

B. By Region

All advertisements will be organized within the categories first by ad size and then alphabetically.

Materials:

All materials and payment are due with your insertion order. No ads will be uploaded to www.visitnh.gov until payment and materials are received in full.

Copy/Words

Copy/words must be enclosed with your order form. Copy count includes all words except your business name, address, phone and fax number(s), website and email address. If you exceed the number of allowed words for your ad size, your copy will be edited. Please email, mail or fax typed copy.

Photography:

All artwork—images and logos—must be at least 72 dpi and either 1-color (black) or 4-color (CMYK).

All artwork—images and logos—should be in TIF, JPG or EPS format.

NOTE: Images for advertisements on www.visitnh.gov can be taken directly from the advertiser's website, but these same images CANNOT be used in *Guidebook*, *Visitor's Guide* or *Events Guide* advertisements as the resolution is not high enough.

The Official New Hampshire E-Guide

Deadlines:

May 1, 2003 for 2003 Summer E-Guide;

August 15, 2003 for 2003 Fall E-Guide;

November 1, 2003 for 2003–2004 Winter E-Guide;

February 15, 2004 for 2004 Spring E-Guide.

E-Guide Pricing:

E-daide Fricing.		
Ad Size	Details	Ad Cost*
Banner Ad	Displayed Above Featured Article	\$500
Additional Production Cost	If ad is produced by Glen Group	
*Ad cost based upon advertiser advertisements. If ac	l is to be produced by Glen Group, the additional \$350 Production Cost app	lies. All
advertiser-supplied advertisements are subject to the	approval of The NH Division of Travel & Tourism Development.	

Banner Ad (468 x 60 pixels)



Details:

All ads include a link to advertiser's website.

Materials:

All materials and payment are due with your insertion order. No ads will be produced or placed on the E-Guide until payment and materials are received in full.

Ads to be supplied by advertiser in a completed format **OR** created by Glen Group at the additional \$350 production charge. All advertiser-supplied advertisements are subject to approval by The New Hampshire Division of Travel & Tourism Development.

Photography:

All artwork—images and logos—should be in TIF, JPG or EPS format. Completed Banner ads should be at least 72 dpi.

New Hampshire's tourism promotions add up to success. Reserve your advertising space today.

- The Division of Travel & Tourism Development will spend \$2.6 million promoting travel to and around New Hampshire this year.
- Travel and tourism is one of the state's leading industries in terms of jobs and attracting dollars from out of state.
- New Hampshire hosted more than 27 million visitors from July 2001 through June 2002. More and more domestic and international visitors travel to our state every year.
- The State advertises, and features its publications and website:
 - in popular magazines and travel guides including Yankee Magazine, Yankee Travel Guide, Better Homes & Gardens, National Geographic Traveler, Travel & Leisure, Reader's Digest, NY Times Sophisticated Traveler, AARP The Magazine, Country Home and Time Magazine.
 - online at yankeemagazine.com, Boston.com and more.
 - in many domestic and international newspapers and newspaper inserts.
 - on television in major markets, on radio and through direct mail.
 - in targeted marketing efforts throughout the New England, New York and Philadelphia areas, as well as Canada, the United Kingdom and Germany.
- The Official New Hampshire Guidebook is in its 14th edition.
- As a whole, advertising opportunities within *The Guidebook, Visitor's Guide, Events Guides, E-Guide* and on www.visitnh.gov currently feature 1,290 businesses throughout New Hampshire.



For advertising sales and information, contact

The Official New Hampshire Guidebook PO Box 2838, 170 Kearsarge Street North Conway, NH 03860 603-356-8118, Fax 603-356-3991 Email: sales@glengroup.com

Web: www.glengrouppublications.com

Chris Major: Sales for the Seacoast, Merrimack Valley, Monadnock & Dartmouth · Lake Sunapee Regions. Cell phone: 603-662-6860.

Stan Evans: Sales for the White Mountains, Great North Woods & Lakes Regions. Cell phone: 603-387-1854.